



## Minority and Women's Business Enterprises Newsletter – January 25, 2006



# OneIndiana

### ONE INDIANA PROJECT

In an effort to achieve best-in-class pricing and service levels, Governor Daniels recently initiated a spend management initiative named *OneIndiana*. This effort fosters an environment of collaborative procurement in State agencies to leverage their combined purchasing power to achieve the best combination of quality, service and price for the State. Some of the key objectives for *OneIndiana* are as follows:

- Achieve best-in-class pricing and contract terms by encouraging the vendor community to view different agencies as one single entity with uniform purchasing needs and requirements
- Achieve standardization in purchases and promote specifications that reflect the true “needs” and not the “wants” of users
- Continue to support Governor Daniels’ Buy Indiana initiative
- Facilitate and increase the use of QPAs by improving their value and benefits to users by implementing policies and procedures to make them mandatory

The state is conducting an extensive review of all goods and services for inclusion as *OneIndiana* targets. Please review the [Procurement Solicitation Page](#) on regular basis for these upcoming solicitations :

- IT Temporary Services
- Telecom Cellular
- IT Maintenance

Does your firm have a unique product or service that you could offer to these projects?

Now is the time to do your research to make connections with potential bidders on these projects. Review the Current State Contract Page for Vendors that currently perform these services or provide these products at <http://www.in.gov/idoa/contracts/>. Contact Prime Contractors to

### IDO A BUSINESS DIVERSITY: POWER NETWORKING EVENT – OVERWHELMING SUCCESS!

The Division has received an overwhelming response to the Power Networking Event that was held on Wednesday, February 7, 2006 at the Indiana Government South Conference Center.

Buyer and Seller training classes were well attended. Seller participants received instruction on how to

The Networking format won rave reviews from both Buyers and Sellers!

Buyers were excited about the greater number of contacts they made during this event. They highlighted the fact that the introductions were matched more closely to their current needs.

Sellers were excited about being able to choose to meet with Buyers that actually identified services or products that they provide.

All in all it sounded like it was a win-win situation for those that attended. The Division hopes to see YOU at the next event!

### MWBE DIRECTORY OF CERTIFIED FIRMS BECOMES MORE USER- FRIENDLY

To make the MWBE Directory of Certified Firms more user-friendly and to increase the marketability of our certified firms, we will no longer limit firms by listing regions of the state where a given firm can conduct business. Instead, all firms will be listed as available to work throughout the state, and each business can make fact-specific determinations regarding the feasibility of participating on given opportunities.

### MWBE GETS NEW DEPUTY DIRECTOR, BUSINESS AND MARKETING

Please welcome Margie Chavez as the new Deputy Director, Business and Marketing. Margie joins the Division from Family and Social Services Administration. Michelle Thompson has resigned to explore other professional opportunities that will provide her greater flexibility to spend more time with her family. The Division wishes them both the best in their new endeavors.

### EVENTS AND BUSINESS DEVELOPMENT OPPORTUNITIES

The Division maintains a calendar of upcoming events and conferences. Please visit [MWBE Event Calendar](#) to find out more about these upcoming events:

### STADIUM CONSTRUCTION BID NOTICES

The Division maintains a listing of upcoming Bids related to the Stadium and Convention Center Construction. Please visit the Contracting Opportunities Page at <http://www.in.gov/idoa/minority/opportunities.html>

[Invitation To Bid – Architectural Interiors](#)  
Pre-Bid Meeting February 21, 2006 – 2:00pm